# **APPENDIX C, Army Operating Procedures**

# NJ - BROADBAND LEVEL DESCRIPTORS

CAREER PATH: (2) TECHNICAL MANAGEMENT SUPPORT

FACTOR: 1. - PROBLEM SOLVING

FACTOR DESCRIPTION: This factor describes/captures personal and organizational problem-solving.

EXPECTED PERFORMANCE CRITERIA (Applicable to all contributions at all levels):

Work is timely, efficient, and of acceptable quality. Completed work meets project/program objectives. Flexibility, adaptability, and decisiveness are exercised appropriately.

LEVEL DESCRIPTORS	DISCRIMINATORS
LEVEL I	
• Conducts activities on a task; assists supervisors or other appropriate personnel.	- Scope/Impact
Resolves routine problems within established guidelines.	- Complexity/Difficulty
Works with others in solving problems with appropriate guidance.	- Independence
Takes initiative in selecting and implementing appropriate procedures.	- Creativity
LEVEL II	
<ul> <li>Plans and conducts technical activities for projects.</li> </ul>	- Scope/Impact
• Identifies and resolves non-routine technical problems utilizing established patterns and methods.	- Complexity/Difficulty
• Identifies and resolves problems; adapts accepted policies, procedures, or methods with moderate guidance.	- Independence
<ul> <li>Adapts existing plans and techniques to accomplish projects.</li> </ul>	- Creativity
LEVEL III	-
Plans and conducts challenging and difficult technical activities	- Scope/Impact
for projects/programs.	
Develops, integrates, and implements solutions to complex problems on projects/programs.	- Complexity/Difficulty
Identifies problems; develops solutions and action plans with minimal guidance.	- Independence
Develops plans and techniques to fit new situations.	- Creativity
LEVEL IV	
Identifies and resolves complex problems that may cross functional/technical boundaries and promulgates solutions.	- Scope/Impact
Develops, integrates/implements solutions to diverse, complex problems which may cross multiple projects/programs or	- Complexity/Difficulty
functional/technical areas.	
Independently resolves and coordinates technical problems involving multiple projects/programs.	- Independence
Develops plans and techniques to fit new situations and/or to address issues that cross technical/functional areas.	- Creativity

### FACTOR: 2. - TEAMWORK/COOPERATION

FACTOR DESCRIPTION: This factor describes/captures individual and organizational teamwork and cooperation.

## EXPECTED PERFORMANCE CRITERIA (Applicable to all contributions at all levels):

Work is timely, efficient, and of acceptable quality. Personal and organizational interactions exhibit and foster cooperation and teamwork. Flexibility, adaptability, and decisiveness are exercised appropriately.

LEVEL DESCRIPTORS	DISCRIMINATORS
LEVEL I	
Works with others to accomplish routine tasks.	- Scope of Team Effort
Contributes ideas in own area of expertise. Interacts	- Contribution to Team
cooperatively with others.	
Regularly completes assignments in support of team goals.	- Effectiveness
LEVEL II	
Works with others in accomplishing projects.	- Scope of Team Effort
Contributes ideas in own area of expertise. Facilitates	- Contribution to Team
cooperative interactions with others.	
Supports others in executing team assignments. Proactively	- Effectiveness
functions as an integral part of the team.	
LEVEL III	
Works with others to accomplish complex projects/programs.	- Scope of Team Effort
Guides others to resolve or collaborate on complex	
projects/programs issues. Promotes cooperative interactions	- Contribution to Team
with others.	
Integrates technical expertise and guides activities to support	77.00
team accomplishment.	- Effectiveness
LEVEL IV	
Leads others to accomplish complex projects and programs.	- Scope of Team Effort
Applies innovative approaches to resolve unusual/difficult	
technical/management issues. Promotes and maintains	- Contribution to Team
environment for cooperation and teamwork.	
Leads and guides others in formulating and executing team	
plans. Expertise is sought by others.	E.C. diaman
	- Effectiveness

#### FACTOR: 3. - CUSTOMER RELATIONS

FACTOR DESCRIPTION: This factor describes/captures the effectiveness of personal and organizational interactions with customers (anyone to whom services or products are provided), both internal (within an assigned organization) and external (outside an assigned organization).

### EXPECTED PERFORMANCE CRITERIA (Applicable to all contributions at all levels):

Work is timely, efficient, and of acceptable quality. Personal and organizational interactions enhance customer relations and actively promote rapport with customers. Flexibility, adaptability, and decisiveness are exercised appropriately.

LEVEL DESCRIPTORS	DISCRIMINATORS
LEVEL I	
Assists customer support activities.	- Breadth of Influence
Participates as a team member to meet customer needs.	- Customer Needs
• Interacts with customers on routine issues with appropriate	- Customer Interaction Level
guidance.	
LEVEL II	
Actively participates with others to satisfy customer requests.	- Breadth of Influence
Interacts with customers to respond to customer	
needs/expectations.	- Customer Needs
Interacts with customers to communicate information and	
coordinate action.	- Customer Interaction Level
LEVEL III	
Guides the technical efforts of individuals or teams as they	- Breadth of Influence
relate with customers. Deviates from standard approaches when	
necessary.	
• Initiates meetings and interactions with customers to understand	- Customer Needs
customer needs/expectations.	
Interacts independently and proactively with customers to	- Customer Interaction Level
identify/define problems and to implement solutions.	
LEVEL IV	
Leads and coordinates technical efforts of individuals or teams	- Breadth of Influence
in support of customer interactions. Develops innovative	
approaches to satisfy customers.	Cartago No. In
Establishes customer alliances; anticipates and fulfills customer	- Customer Needs
needs and translates customer needs to projects/programs.	
Organizes and leads customer interactions.	
Interacts proactively with customers to identify and define	- Customer Interaction Level
complex/controversial problems and to develop and implement	Customer interaction Level
strategies or techniques for resolving projects/programs issues.	

#### FACTOR: 4. - LEADERSHIP/SUPERVISION

FACTOR DESCRIPTION: This factor describes/captures individual and organizational leadership and/or supervision. Recruits, develops, motivates, and retains quality team members in accordance with EEO/AA and Merit Principles. Takes timely/appropriate personnel actions, communicates mission and organizational goals; by example, creates a positive, safe, and challenging work environment; distributes work and empowers team members.

## EXPECTED PERFORMANCE CRITERIA (Applicable to all contributions at all levels):

Work is timely, efficient, and of acceptable quality. Leadership and/or supervision effectively promotes commitment to mission accomplishment. Flexibility, adaptability, and decisiveness are exercised appropriately.

	LEVEL DESCRIPTORS	DISCRIMINATORS			
LE	LEVEL I				
•	Takes initiative in accomplishing assigned tasks. Asks for assistance as appropriate.	- Leadership Role			
•	Provides input to others in technical/functional area.	- Breadth of Influence			
•	Seeks and takes advantage of developmental opportunities.	- Mentoring/Employee Development			
LE	VEL II				
•	Actively contributes as team member; takes initiative to accomplish assigned projects.	- Leadership Role			
•	Consults and coordinates with others to complete projects within established guidelines.	- Breadth of Influence			
•	Identifies and pursues individual/team developmental	- Mentoring/Employee			
	opportunities.	Development			
LE	VEL III				
•	Actively contributes as team member or leader. Recognized for functional/technical expertise.	- Leadership Role			
•	Defines, organizes, and assigns activities to accomplish goals. Guides, motivates and oversees others in accomplishing projects/programs.	- Breadth of Influence			
•	Promotes developmental opportunities for self and team. Advises others to seek specific training.	- Mentoring/Employee Development			
LE	VEL IV				
•	Provides guidance to individuals/teams; resolves conflicts. Serves as subject matter expert.	- Leadership Role			
•	Guides, motivates, and oversees multiple complex projects/programs.	- Breadth of Influence			
•	Directs assignments to encourage employee development and cross-technical/functional growth to meet organizational needs. Pursues self-development.	- Mentoring/Employee Development			

FACTOR: 5. - COMMUNICATION

FACTOR DESCRIPTION: This factor describes/captures the effectiveness of oral/written communications.

## EXPECTED PERFORMANCE CRITERIA (Applicable to all contributions at all levels):

Work is timely, efficient, and of acceptable quality. Communications are clear, concise, and at appropriate level. Flexibility, adaptability, and decisiveness are exercised appropriately.

	LEVEL DESCRIPTORS	DISCRIMINATORS	
LE	LEVEL I		
•	Communicates routine task/status/results as required.	- Level of Interaction (Audience)	
•	Provides data and accurate draft documentation of assigned	- Written	
	tasks for input to reports or documents.		
•	Explains status/results of assigned tasks.	- Oral	
LE	VEL II		
•	Communicates team or group project status/results at equivalent	- Level of Interaction	
	levels within the agency.	(Audience)	
•	Writes segments of management/technical reports or	- Written	
	documents.		
•	Communicates group/team results.	- Oral	
LE	VEL III		
•	Communicates projects/programs status/results to management.	- Level of Interaction	
•	Consolidates input and writes management/technical	(Audience)	
	reports/documents for projects/programs.	- Written	
•	Presents projects/programs briefings.	- Oral	
LE	VEL IV		
•	Determines and communicates projects/programs positions at	- Level of Interaction	
	senior levels.	(Audience)	
•	Prepares, reviews, and approves management/technical reports for internal and external distribution.	- Written	
	Presents projects/programs briefings to obtain	- Oral	
	consensus/approval. Represents the organization as technical subject matter expert.		

FACTOR: 6. - RESOURCE MANAGEMENT

FACTOR DESCRIPTION: This factor describes/captures personal and organizational utilization of resources to accomplish the mission.

EXPECTED PERFORMANCE CRITERIA (Applicable to all contributions at all levels):

Work is timely, efficient, and of acceptable quality. Resources are utilized effectively to accomplish mission. Flexibility, adaptability, and decisiveness are exercised appropriately.

LEVEL DESCRIPTORS	DISCRIMINATORS	
LEVEL I		
Uses assigned resources to accomplish tasks.	- Scope of Responsibility	
Plans individual time to accomplish tasks.	- Planning/Budgeting	
Effectively accomplishes assigned tasks with appropriate guidance.	- Execution/Efficiency	
LEVEL II		
Identifies and uses resources appropriately to accomplish projects.	- Scope of Responsibility	
Plans resources to achieve task schedules.	- Planning/Budgeting	
Independently accomplishes assigned tasks.	- Execution/Efficiency	
LEVEL III		
Plans and utilizes appropriate resources to accomplish projects/programs.	- Scope of Responsibility	
Optimizes resources to accomplish projects within established milestones.	- Planning/Budgeting	
Effectively accomplishes projects/programs within established resource guidelines.	- Execution/Efficiency	
LEVEL IV		
Plans and allocates resources to accomplish multiple project/program goals.	- Scope of Responsibility	
Identifies and optimizes resources to accomplish multiple project/program goals.	- Planning/Budgeting	
Effectively accomplishes multiple project/program goals within established thresholds. Develops innovative approaches to attain goals and minimize resource expenditures.	- Execution/Efficiency	